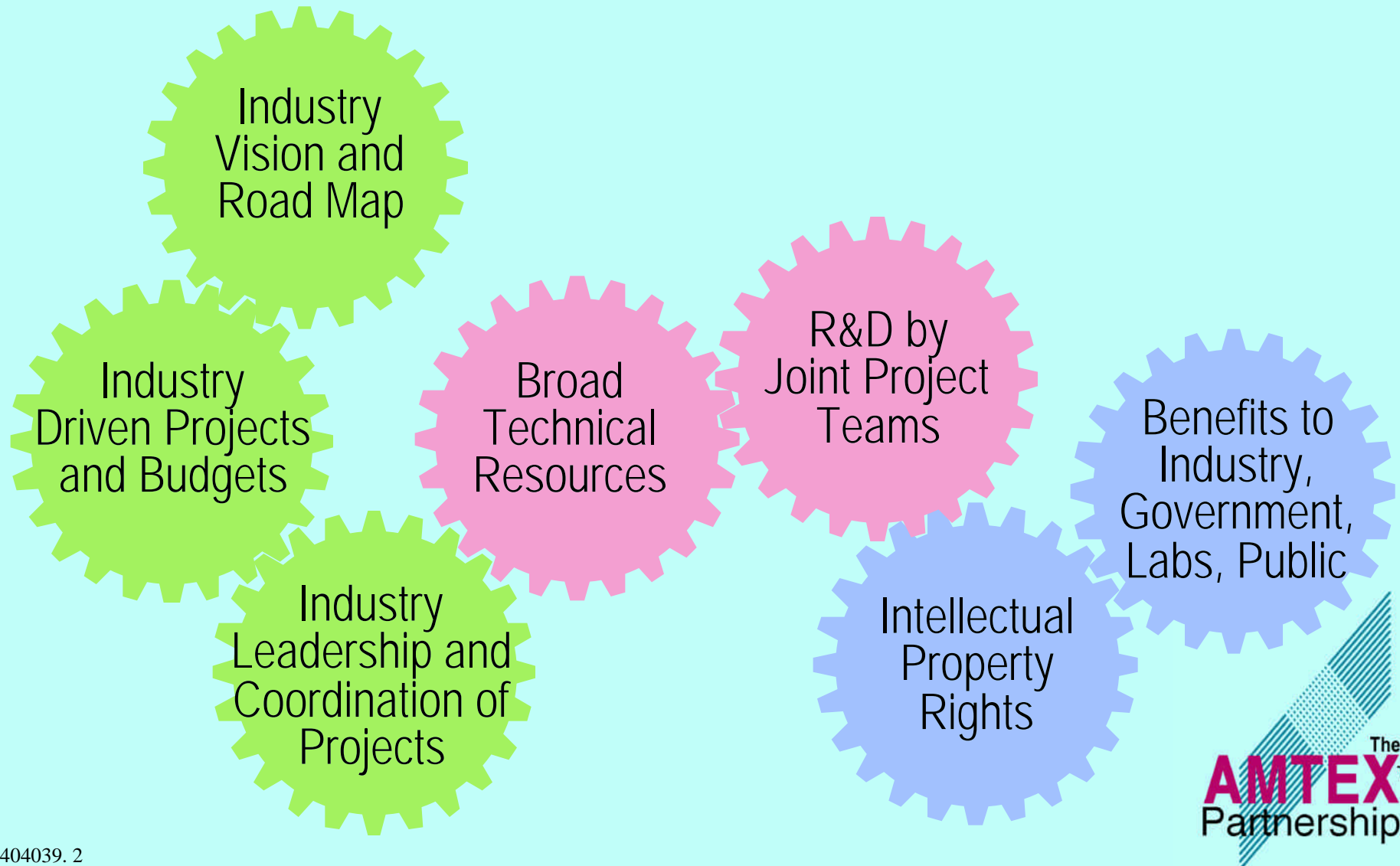


Components of a Successful Partnership

Douglas K. Lemon
AMTEX Laboratory Program Manager
Pacific Northwest Laboratory

Components of a Successful Partnership



Industry Vision and Road Map



Industry-Driven Projects and Budgets

Industry must:

Select projects
and prioritize

Recommend project budgets

Review, start, and stop projects

**Government/labs ensure
mutual benefits**



Industry Leadership and Coordination of Projects

Industry must:

Set objectives, scope, direction

Provide industry-wide coordination

Provide simple points of interface

Ensure cost/benefit



Broad Technical Resources



Engage best
available technical
resources in government labs,
universities, and industry

Gain leverage and strength by
teaming

Industry selects
proposals from labs on a
competitive basis

Coordinate across government
offices and agencies



R&D by Project Teams

DO THE WORK!

Engage dual industry/lab
leadership at project and
task levels

Review progress and direction
by Industry Steering Committee

Perform work by integrated
industry-lab-university teams

Hold periodic
Technical Peer Reviews



Intellectual Property Rights

Establish Up-front:

IP ownership and rights,
including fields of use

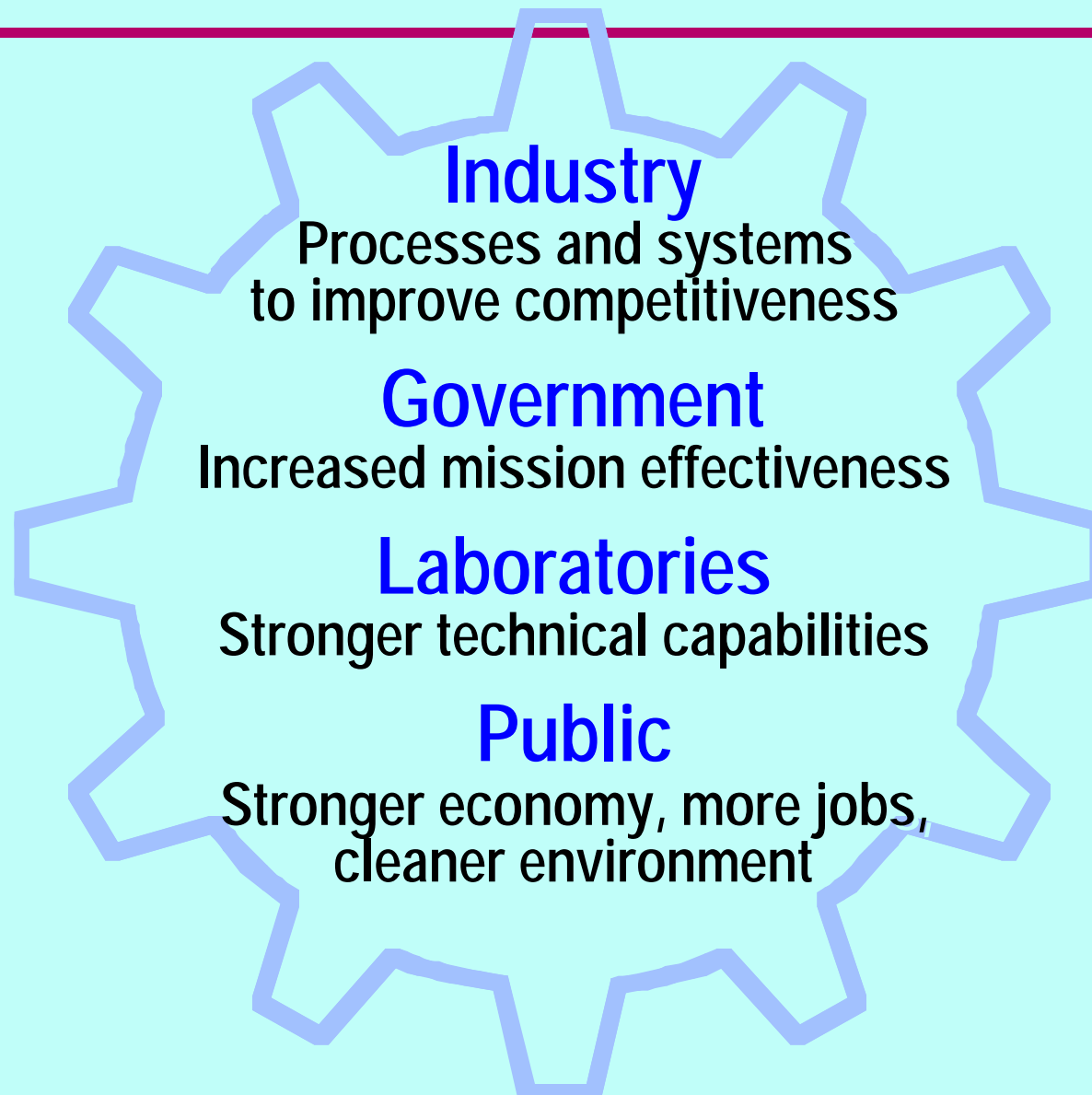
Avenue to commercialization
through venders

Broad access by industry

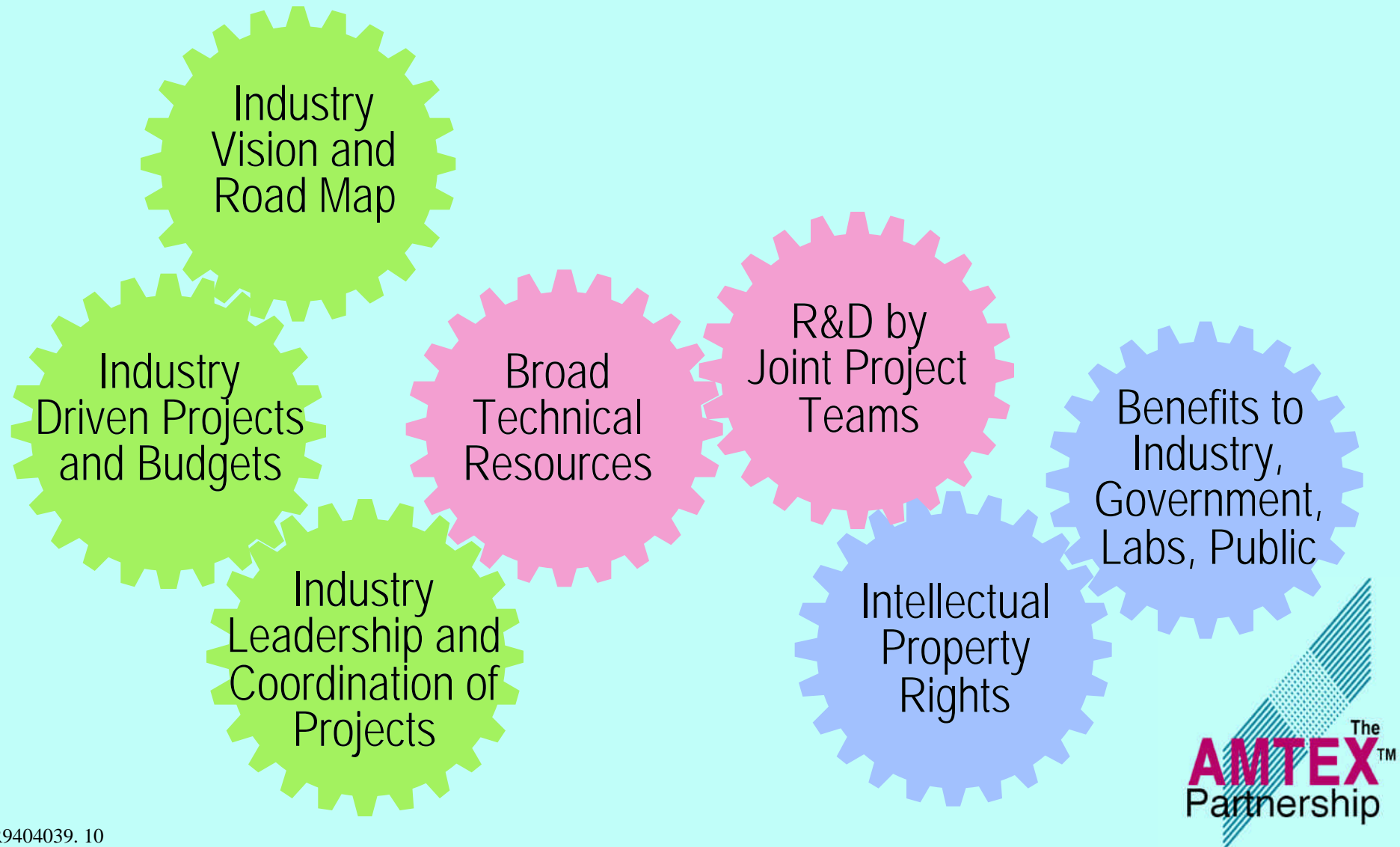
Fairness of opportunity for
companies and vendors



Benefits to Stakeholders



Components of a Successful Partnership



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